

WAIS, Inc.  
STAFF MEETING AGENDA  
July 18, 1994

- I. Weekly Business Reports (10 minutes)
  - A. Sales report
  - B. Accounts receivable
  - C. Product development advances and projections
  - D. Services developments advances and projections
- II. Meeting Objective for the Week (15 minutes)

Upgrading the image of the company
- III. Issues for the Week
- IV. Summary (2 minutes)

PRODUCTION SERVICES FORECAST FOR JULY-SEPTEMBER 1994										
END USER/VAR NAME	END-USER CITY, STATE/COUNTRY	QTY	PRODUCT	NET DOLLARS	% CLOSE	FACTORED DOLLARS	BOOKING MONTH	REVENUE MONTH	COMPETITORS	WHAT OBSTACLES MUST BE OVERCOME TO SECURE A PURCHASE ORDER TODAY?
JULY										
INTEL	SANTA CLARA, CALIFORNIA	1	PRODUCTION SVCS	30,000	100 %	30,000	Jul-94	Aug-94	NONE	\$10,000 - RECEIVABLE - \$20,000 TO BE INVOICED IN AUGUSTI
DOW JONES - (DOWVISION)	PRINCETON, NEW JERSEY	1	PRODUCTION SVCS	25,000	100%	25,000	Jul-94	Jul-94	NONE	DO NOT NEED TO INVOICE - \$\$\$ HERE BY JULY 31 - RECEIVABLE! (\$5,000/MO BEGINNING AUG 94)
SCHOLASTIC	NEW YORK, NEW YORK	1	PRODUCTION SVCS	25,000	80%	20,000	Jul-94	Aug-94	NONE	PHASE II - \$5,000 PER MONTH BEGINNING SEPTEMBER
TOTALS FOR MONTH OF JULY 1994				\$80,000		\$75,000				
AUGUST										
INTEL	SANTA CLARA, CALIFORNIA	1	PRODUCTION SVCS	6,000	80%	4,800	Aug-94	Sep-94	NONE	\$6,000 PER MONTH FOR FIVE MONTHS
INMAC	MOUNTAIN VIEW, CALIFORNIA	1	PRODUCTION SVCS	75,000	40%	30,000	Aug-94	Nov-94	WWW SERVERS	INITIAL PROPOSAL TO \$\$\$ - MUST RE-SUBMIT PROPOSAL W/NO PRE-PAY
TOTALS FOR MONTH OF AUGUST 1994				\$81,000		\$34,800				
SEPTEMBER										
REUTERS NEWS SERVICE	NEW YORK, NEW YORK	1	PRODUCTION SVCS	56,700	50%	28,350	Sep-94	Oct-94	WWW SERVERS	PRODUCTION SERVICES - \$56,700 FOR PROTOTYPE AND \$197,500 TOTAL FOR YEAR ONE
TOTALS FOR MONTH OF SEPTEMBER 1994				\$56,700		\$28,350				
TOTALS FOR ALL MONTHS (JULY - SEPT 1994)				\$217,700		\$138,150				

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	END-USER			NET	%	FACTORED	BOOKING	REVENUE			
END USER/VAR NAME	CITY, STATE/COUNTRY	QTY	PRODUCT	DOLLARS	CLOSE	DOLLARS	MONTH	MONTH	COMPETITORS	WHAT OBSTACLES MUST BE OVERCOME TO SECURE A PURCHASE ORDER TODAY?	
JULY											
DEFENSE TECHNICAL INFO CENTER	WASHINGTON, D.C.	1	CONTRACT	\$35,300	100%	\$35,300	Jul-94	Jul-94	NONE	\$33K OF TOTAL WAS INVOICED IN JANUARY 1994 - RECEIVABLE!!!	
PRG INC. (OPEN SOURCE)	MCLEAN, VIRGINIA	1	CONTRACT	17,400	100%	17,400	Jul-94	Jul-94	NONE	ALL WAS INVOICED IN JANUARY 94 - RECEIVABLE!	
NEW YORK LAW PUBLISHING CO	NEW YORK, NY	1	SINGLE	15,000	100%	15,000	Jul-94	Jul-94	?	INVOICED ON 6/7/94 W/CONTINGENCY, 7/12 VOICE MAIL TO SAY "PAY NOW" - RECEIVABLE!	
US GEOLOGICAL SURVEY	RESTON, VA	1	SINGLE	15,000	100%	15,000	Jul-94	Aug-94	?	PO RECEIVED 7/11/94 - RECEIVABLE!	
CAMBRIDGE SCIENTIFIC ABSTRACTS	BETHESDA, MD	1	SINGLE	12,000	100%	12,000	Jul-94	Aug-94	?	\$3,000 IN, \$12,000 INVOICED ON 7/6/94 - RECEIVABLE!	
PACIFIC BELL	SAN RAMON, CA	1	RENEW & UPGR	10,000	100%	10,000	Jul-94	Aug-94	NONE	INVOICED ON 7/6/94 FOR \$10,000, VERBAL OK & PURCHASING CONTACTED - RECEIVABLE!	
NEUBRIDGE PUBLISHING/NOVX	SEATTLE, WA	1	SINGLE	6,500	100%	6,500	Jul-94	Jul-94	?	HAS STATED THAT CHECK WILL BE SENT SOON - RECEIVABLE!	
NATIONAL SCIENCE FOUNDATION	ARLINGTON, VA	1	SINGLE	15,000	90%	13,500	Jul-94	Aug-94	?	EVAL COMPLETE & QUOTE FAXED ON MAY 24 - IN PROCUREMENT, CALL FROM NSF RECEIVED ON 7/12	
DRAPER LABORATORY	CAMBRIDGE, MA	1	SINGLE	15,000	90%	13,500	Jul-94	Aug-94	?	PO IN PROCESS - PURCHASING SAYS PO TO BE CUT 7/13/94 - SHOULD HAVE BY 7/15/94	
SANDIA NATIONAL LABORATORIES	LIVERMORE, CA	1	SINGLE	25,000	90%	22,500	Jul-94	Aug-94	?	IN PURCHASING - SOLE SOURCING ISSUES, M. ABRAMS & P. LEARY COMING TO MENLO ON 7/14/94	
CONQUEST SOFTWARE	PATUXENT, MD	MANY	ROYALTIES	5,000	90%	4,500	Jul-94	Jul-94	NONE	FIRST QTR OF \$20K LICENSE	
NATIONAL TECHNICAL INFO SERVICE	WASHINGTON, D.C.	1	SINGLE & CUSTOM	21,000	80%	16,800	Jul-94	Aug-94	?	\$21K FOR SERVER & CUSTOMIZATION, \$10K LATER FOR SUPPORT	
THE ANALYTIC SCIENCE CORP	READING, MA	1	SINGLE	15,000	80%	12,000	Jul-94	Jul-94	FREEWARE	DOWNLOADED WAISGATE TO EXAMINE VS FREEWARE 0.3 ON MAY 19, MUST BUY OR RETURN NOW!	
NASA - GSFC LIBRARY SERVICES	GREENBELT, MARYLAND	1	SINGLE	15,000	80%	12,000	Jul-94	Sep-94	?	SUBMITTED TO PURCHASING ON 6/23/94 - VOICE MAIL TO BUYER ON 7/13/94	
FOREIGN BROADCAST INFO SERVICE/SAIC	MCLEAN, VA	1	SINGLE	10,000	80%	8,000	Jul-94	Aug-94	OPEN SOURCE	\$10K STILL OWED FROM FBIS - NEW PROJECT MGR AT SAIC - KEVIN SAYS MAKE 'EM PAY	
US GEOLOGICAL SURVEY	DENVER, CO	1	RENEW & UPGR	10,000	80%	8,000	Jul-94	Aug-94	NONE	BRUCE & THAN SCREW UP, LICENSE EXPIRED ON 6/16/94 - NO CONTACT FOR AT LEAST SIX MONTHS	
RICE UNIVERSITY	HOUSTON, TX	1	RENEW	5,000	80%	4,000	Jul-94	Aug-94	NONE	LICENSE RENEWAL DUE ON 2/8/94 - RIDDLE SAYS TO TALK TO TONY GORRY - MESSAGE ON JUNE 24	
EG&G IDAHO, INC.	IDAHO FALLS, ID	1	SINGLE	5,000	80%	4,000	Jul-94	Aug-94	NONE	RENEWAL OF LICENSE DUE ON 7/25/94	
GETTYSBURG COLLEGE	GETTYSBURG, PA	1	SINGLE	15,000	70%	10,500	Jul-94	Aug-94	?	NEED TO REVIEW PAST ISSUES W/ENGINEERING & SALES TO FOLLOW-UP	
CURTIN UNIVERSITY	PERTH, AUSTRALIA	1	RENEW & UPGR	9,525	70%	6,668	Jul-94	Aug-94	NONE	PROPOSAL FAXED 7/11/94 - EXTENDED THE EXPIRATION OF LICENSE UNTIL 8/11/94	
INDUSTRIAL TECHNOLOGY INSTITUTE (ITI)	ANN ARBOR, MI	1	SINGLE	15,000	60%	9,000	Jul-94	Jul-94	?	HAS HAD EVAL SINCE FEB 23 - MULTIPLE VOICE MAILS W/NO RETURN CALL!	
KKSF/KDFC RADIO	SAN FRANCISCO, CA	1	SINGLE	15,000	60%	9,000	Jul-94	Aug-94	FREEWARE	INCREMENTAL INDEXING A POSSIBLE ISSUE - RE-FTPD ON 6/20/94	
TEST DRIVE	SANTA CLARA, CA	1	SINGLE	15,000	60%	9,000	Jul-94	Aug-94	?	DEVELOPING MOSAIC SERVER - WILL BEGIN EVAL ON JUNE 10 - EVAL HAS NOT BEGUN - NEEDS FOLLOW-UP	
SUMMARY CORPORATION	HOUSTON, TX	1	SINGLE	15,000	50%	7,500	Jul-94	Jul-94	?	ATTEMPTING TO DETERMINE WHAT STATUS OF EVALUATION IS	
TOTALS FOR MONTH OF JULY 1994				\$336,725		\$281,668					
AUGUST											
FUJITSU	TOKYO, JAPAN	1	ROYALTY	100,000	90%	100,000	Aug-94	Sep-94	NONE	CONTRACT HAS BEEN RECEIVED BY BREWSTER FOR REVIEW AND SIGNATURE	
OPEN SOURCE	WASHINGTON, D.C.	1	ENTERPRISE PLUS	160,000	80%	128,000	Aug-94	Sep-94	?	ENTERPRISE & SINGLE & ONE MULTIPROCESSOR UPGRADE	
DEFENSE TECHNICAL INFO CENTER	WASHINGTON, D.C.	1	SINGLE	80,000	80%	64,000	Aug-94	Sep-94	?		
EAST VIEW PUBLICATIONS	PLYMOUTH, MA	1	SINGLE	15,000	80%	12,000	Aug-94	Sep-94	?	AMERICAN PROVIDER OF RUSSIAN PUBS IN USA - NEEDS TO BEGIN EVAL ASAP - POSSIBLE WAIS INSTALL IN MINNEAPOLIS	
UNIVERSITY OF TENNESSEE	KNOXVILLE, TN	1	SNGL & UPGR	7,450	80%	5,960	Aug-94	Sep-94	NONE	HAS PROPOSAL TO UPGRADE TO SITE (\$44,800) AND ENTERPRISE (\$127,800) - SUPPORT AGREEMENT EXPIRES 8/8/94	
INTEL CORPORATION	HILLSBORO, OR	1	RENEW	5,000	80%	4,000	Aug-94	Sep-94	NONE	RENEWAL OF LICENSE DUE ON 8/4/94	
MAR CORP	SAN MATEO, CA	1	RENEW	5,000	80%	4,000	Aug-94	Aug-94	NONE	RENEWAL OF LICENSE DUE ON 8/25/94	
AMERICA ONLINE	VIENNA, VA	1	CUSTOM DVLPMNT	100,000	70%	70,000	Aug-94	Sep-94	?	CUSTOM DEVELOPMENT TO BE NEGOTIATED BY BREWSTER	
BOEING COMPUTER SERVICES	SEATTLE, WA	1	RENEW	5,000	70%	3,500	Aug-94	Sep-94	NONE	RENEWAL OF LICENSE AND CUSTOMER HAS PURCHASED SOURCE CODE - SUPPORT LICENSE EXPIRES 8/30/94	
NATIONAL SECURITY AGENCY	FORT MEADE, MARYLAND	1	MULTIPROCESSOR	50,000	60%	30,000	Aug-94	Sep-94	?	HAS HAD AN EVAL SINCE JANUARY AND NEEDS FOLLOW-UP	
OAK RIDGE NATIONAL LABORATORY	OAK RIDGE, TENNESSEE	1	SINGLE	15,000	60%	9,000	Aug-94	Sep-94	?	SAYS PURCHASE OF WAIS SERVER IS IMMINENT - DUE FOR FOLLOW-UP ON JULY 15	
SYNOPSIS	MOUNTAIN VIEW, CA	1	ENTERPRISE	80,000	50%	40,000	Aug-94	Sep-94	FULCRUM	THEY ARE LEANING TOWARD FULCRUM	
UNITED NATIONS	NEW YORK, NEW YORK	1	SINGLE	15,000	50%	7,500	Aug-94	Sep-94	?	NEEDS FORWARDER TO WORK ON BSDI 386/486/586 UNIX MACHINE WITH SEARCH & RETRIEVAL ON HP	
LOO BOOKS GUY	WASHINGTON, D.C.	1	SINGLE	15,000	50%	7,500	Aug-94	Sep-94	?	PER KEVIN	
MORGAN STANLEY & CO	NEW YORK, NY	1	SINGLE	15,000	50%	7,500	Aug-94	Aug-94	?	EVAL BEGAN FIRST WEEK OF JUNE - TECHNICAL ISSUES?	
CONGRESSIONAL RESEARCH SERVICE	WASHINGTON, D.C.	1	SINGLE	15,000	40%	6,000	Aug-94	Sep-94	?	ADDITIONAL SITE LICENSE TO EXISTING CONTRACT	
AGC - FORD MOTOR/HEWLETT-PACKARD	DEARBORN, MICHIGAN	1	SINGLE	15,000	40%	6,000	Aug-94	Sep-94	EXCALIBUR	FORD NEEDS COMMITMENT OF HP PLATFORM AT WAIS & IN-PLACE SERVERS	
TOTALS FOR MONTH OF AUGUST 1994				\$697,450		\$504,960					

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SEPTEMBER											
CONQUEST SOFTWARE	PATUXENT, MD	MANY	ROYALTIES	5,000	90%	4,500	Sep-94	Sep-94	NONE	SECOND QTR OF \$20K LICENSE	
LAWRENCE LIVERMORE NATIONAL LABORATORY	LIVERMORE, CA	1	RENEW	5,000	80%	4,000	Sep-94	Oct-94		RENEW OF LICENSE DUE ON 9/9/94	
THOMSON FINANCIAL SERVICES	BOSTON, MASSACHUSETTS	1	SINGLE	15,000	70%	10,500	Sep-94	Oct-94	?	EVAL IS DONE, LOOKING FOR CLIENT SOFTWARE - SAYS THEY WILL PURCHASE IN SEPTEMBER	
EJV PARTNERS	NEW YORK, NEW YORK	1	SINGLE	15,000	50%	7,500	Sep-94	Oct-94	?	INTEREST IS HIGH, BUT THEIR PROJECT IS DELAYED INTO AUGUST	
US ARMY CORPS OF ENGRS, WATERWAYS EXP. STATION	VICKSBURG, MISSISSIPPI	1	SINGLE	15,000	50%	7,500	Sep-94	Oct-94	DEMS	REPORT WHICH INCLUDES WAIS IS IN WASH D.C. FOR APPROVAL PROCESS - NO ACTIITY UNTIL MID-AUGUST	
GEORGETOWN UNIVERSITY	WASHINGTON, D.C.	1	SINGLE	15,000	50%	7,500	Sep-94	Oct-94	?	60-DAY EVAL BEGAN ON JULY 5, 1994	
CASPER STAR-TRIBUNE	CASLER, WYOMING	1	SINGLE	15,000	40%	6,000	Sep-94	Oct-94	FREEWARE	ARE CURRENTLY USING FREEWARE AND ARE PUSHED OUT TO AUGUST SALES ACTIVITY	
ELECTRONIC POWER RESEARCH INSTITUTE	PALO ALTO, CA	1	SINGLE	15,000	40%	6,000	Sep-94	Aug-94	?	CUSTOMER HAS REPORTED MANY FRUSTRATIONS TO WAIS TECH SUPPORT - WAITING ON WAIS TO CONVINCE	
UC IRVINE	IRVINE, CALIFORNIA	1	SINGLE	15,000	40%	6,000	Sep-94	Oct-94	FREEWARE	EARLY IN PROCESS	
ECONET/IGC	PENNINSULA, SF BAY	1	SINGLE	15,000	40%	6,000	Sep-94	Oct-94	FREEWARE	SAYS SEVERAL MORE MONTHS UNTIL THEY ARE ON-LINE	
TOTALS FOR MONTH FOR SEPTEMBER 1994				\$130,000		\$65,500					
OCTOBER											
NATIONAL TECHNICAL INFO SERVICE	WASHINGTON, D.C.	1	SUPPORT	10,000	80%	8,000	Oct-94	Nov-94	?	SUPPORT PACKAGE FOR PORTION OF CONTRACT SOLD IN JUNE 94	
NOAA ENVIRONMENTAL INFO SERVICES	WASHINGTON D.C.	1	SINGLE	15,000	50%	7,500	Oct-94	Oct-94	?	NO \$\$\$ UNTIL OCTOBER - WORKING ON SOLE-SOURCE JUSTIFICATION	
TOTALS FOR MONTH OF OCTOBER 1994				\$25,000		\$15,500					
TOTALS FOR ALL MONTHS (JULY - OCT 1994)				\$1,189,175		\$867,628					
ITEMS "DROPPED" FROM JUNE 1994 FORECAST											
IRD/EDM - NEW ZEALAND	WELLINGTON, NZ	1	ENTERPRISE	104,000	100%	104,000	Jul-94	GONE	?	LOST - MADE IT TO FINAL THREE	
CMG/BOOKLINK	BOSTON, MASSACHUSETTS	MANY	ROYALTIES	100,000	100%	100,000	Jul-94	GONE	OWN WWW SERVER	GOING WITH THEIR OWN WWW SERVER FOR NOW	
NAVAL RESEARCH LABORATORY	WASHINGTON, D.C.	1	SINGLE	15,000	100%	15,000	Jul-94	GONE	EXCALIBUR	LOST - ONE OF BRUCE'S FIRST CUSTOMER CONTACTS - DID NOT ACT FAST ENOUGH	
ELECTRONIC POWER RESEARCH INSTITUTE (EPRI)	PALO ALTO, CALIFORNIA	1	SINGLE	15,000	100%	15,000	Jul-94	GONE	FREEWARE	FRUSTRATED WITH WAIS - TRYING TO GET WAIS' FEEDBACK ON SEVERAL TECHNICAL ISSUES	
JOHNS HOPKINS UNIVERSITY	BALTIMORE, MARYLAND	1	SINGLE	15,000	100%	15,000	Jul-94	DELAYS	NONE	MONTHS & MONTHS OF WAITING FOR HIM TO GET HIS SERVER UPI	
GRAPHIC COLORWORKS	DUBLIN, IRELAND	1	SINGLE	0	100%	0	Jul-94	DELAYED		FOUND OUT THEY WERE KICKING TIRES FOR NOW	
FULCRUM TECHNOLOGIES	OTTAWA, CANADA	MANY	ROYALTIES	0	100%	0	Jul-94	INI	NONE	FIRST \$50,000, NEXT \$50,000 WILL BE ON NEXT MONTHS FORECAST	
TOTALS FOR LOST/DELAYED ACTIVITY				\$249,000		\$249,000					

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